

OMB APPROVAL OMB Number: 3235-0123 Expires: September 30, 1999 Estimated average burden hours per response . . . 12.00

> SEC FILE NUMBER 8-49569

## **PART III FACING PAGE**

ANNUAL AUDITED REPORT

**FORM X-17A-5** 

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	3 <u>1/1/01</u>	AND ENDING	12/31/01
	MM/DD/YY		MM/DD/YY
Α.	REGISTRANT IDENTIFI	CATION	
NAME OF BROKER - DEALER:	RECD S.E.C.	1	
Exane, Inc.	MAR 4 2002		OFFICIAL USE ONLY
	510	3	41784 FIRM ID. NO.
ADDRESS OF PRINCIPAL PLACE OF BU			TIKWI ID. NO.
	527 Madison Avenue, 26 <sup>th</sup> . (No. and Street)	Floor	
New York	New York		10022
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF	PERSON TO CONTACT II	N REGARD TO T	HIS REPORT
J. Scott Eveleth			(212) 634-5165
J. Seok Eyolom			(Area Code - Telephone No.)
В. А	ACCOUNTANT IDENTIF	ICATION	
INDEPENDENT PUBLIC ACCOUNTANT	Γ whose opinion is contained	l in this Report*	
Deloitte & Touche LLP	•	•	
	e - if individual, state last, first,	middle name)	
		New York	10281-1414
(Address) (C	City)	(State)	(Zip Code)
CHECK ONE:			
X Certified Public Accountant			PROCESSEI
Public Accountant			APR 0 4 2002
Accountant not resident in United S	tates or any of its possessions.		<b>n</b>
			THOMSON FINANCIAL
	FOR OFFICIAL USE ON	ILY	LIMANACIAL
	armon to summaria		
	·	<del></del>	

<sup>\*</sup>Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

Deloitte & Touche LLP Two World Financial Center New York, New York 10281-1414

Tel: (212) 436-2000 Fax: (212) 436-5000 www.us.deloitte.com

# Deloitte & Touche

#### INDEPENDENT AUDITORS' REPORT

DELOTTE & Touche Life

Exane, Inc.

We have audited the accompanying statement of financial condition of Exane, Inc. (the "Company") as of December 31, 2001, that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statement. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, such financial statement presents fairly, in all material respects, the financial position of the Company at December 31, 2001 in conformity with accounting principles generally accepted in the United States of America.

February 15, 2002



## **EXANE, INC.**

(A Wholly-Owned Subsidiary of Exane, S.A.)

# STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2001

ASSETS	
Cash and cash equivalents	\$11,402,358
Deposits with clearing organizations	525,223
Receivables: Customers Affiliates Broker-dealers and clearing organizations	7,564,863 571,502 2,013,199
Financial instrument owned	1,125,000
Note receivable (Note 7)	5,000,000
Furniture, equipment and leasehold improvements, at cost (less accumulated depreciation and amortization of \$819,458)	279,787
Prepaid and other assets	388,273
TOTAL ASSETS	\$28,870,205
LIABILITIES AND SHAREHOLDER'S EQUITY	
LIABILITIES: Accounts payable and accrued expenses Payables: Customers Broker-dealers and clearing organizations	\$ 3,895,196 1,894,382 _7,376,280
Total liabilities	13,165,858
Commitments and contingencies (Note 6)	
SHAREHOLDER'S EQUITY: Common stock, \$0.01 par value; 1,000 shares authorized, issued and outstanding Additional paid-in capital Retained earnings	10 4,999,990 10,704,347
Total shareholder's equity	15,704,347
TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY	\$28,870,205

See notes to statement of financial condition.

### **EXANE, INC.**

(A Wholly-Owned Subsidiary of Exane, S.A.)

# NOTES TO STATEMENT OF FINANCIAL CONDITION AS OF DECEMBER 31, 2001

#### 1. ORGANIZATION

Exane, Inc. (the "Company") is a wholly-owned subsidiary of Exane S.A. (the "Parent"). The Company is incorporated under the laws of the State of Delaware and is a broker-dealer registered with the Securities and Exchange Commission ("SEC") and a member of the National Association of Securities Dealers, Inc. The primary function of the Company is to serve the French and other European investment needs of U.S. institutional investors and the U.S. investment needs of French and other European institutional investors.

The Company clears all customer domestic transactions through Bear Stearns, on a fully disclosed basis, and all customer foreign transactions through F.C.B., a subsidiary of the Parent, on a RVP/DVP basis. Accordingly, the Company does not perform custodial functions relating to customers securities.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Cash and Cash Equivalents - For purposes of the statement of financial condition, the Company considers all highly liquid investments with original maturities of three months or less to be cash equivalents. Cash and cash equivalents primarily consist of short-term money market instruments. At December 31, 2001 such money market instruments totaled \$2,117,387.

**Financial Instrument** – Financial instrument owned is recorded at fair value. Fair value is generally based on quoted market prices plus accrued interest.

Furniture and Equipment - Furniture and equipment are carried at cost, less accumulated depreciation. Furniture and equipment are depreciated using the straight-line basis generally using estimated useful lives of three to five years.

Income Taxes - The Company recognizes both the current and deferred tax consequences of all transactions recognized in the statement of financial condition, calculated based on the provisions of enacted tax laws, including the tax rates in effect for current and future years. Valuation allowances are established for deferred tax assets when it is more likely than not that they will not be realized.

Use of Estimates - The preparation of the statement of financial condition in conformity with accounting principles generally accepted in the United States of America requires the Company to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statement. Actual results could differ from those estimates.

New Accounting Pronouncements – In September 2000, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards ("SFAS") No. 140,

"Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities – a Replacement of FASB Statement No. 125", which revises the standards for accounting for securitizations and other transfers of financial assets and collateral. The provisions of SFAS No. 140 carry over most of the guidance outlined in SFAS No. 125 and further establish accounting and reporting standards with a financial-components approach that focuses on control. Under this approach, financial assets or liabilities are recognized when control is established and derecognized when control has been surrendered or the liability has been extinguished. In addition, specific implementation guidelines have been established to further distinguish transfers of financial assets that are sales from transfers that are secured borrowings. SFAS No. 140 was effective prospectively for transfers occurring after March 31, 2001 and for disclosures relating to securitization transactions and collateral for fiscal years ending after December 15, 2000. The adoption of SFAS No. 140 resulted in no material impact on the financial position of the Company.

In June 2001, the FASB issued SFAS No. 141, "Business Combinations" and SFAS No. 142, "Goodwill and Other Intangible Assets." SFAS No. 141 eliminates the pooling method of accounting for business combinations. It was effective for transactions occurring after June 30, 2001. SFAS No. 142 eliminates the amortization of goodwill and requires goodwill to be periodically tested for impairment. It was effective for fiscal years beginning after December 15, 2001, but early adoption was permitted. As the Company did not engage in any business combinations during the year and does not hold goodwill, adoption of this SFAS did not have an impact on the statement of financial condition of the Company.

#### 3. FAIR VALUE OF FINANCIAL INSTRUMENTS

Management estimates that the fair value of the financial instruments recognized on the statement of financial condition (including receivables, payables and accrued expenses) approximates their carrying value as such financial instruments are short-term in nature, bear interest at current market rates or are subject to frequent repricing.

#### 4. INCOME TAXES

No significant deferred tax assets or liabilities resulting from differences between income for financial reporting and tax reporting exist at December 31, 2001.

#### 5. EMPLOYEE BENEFIT PLAN AND STOCK COMPENSATION PLAN

401(k) Retirement Plan

The Company maintains a 401(k) retirement plan (the "401(k) Plan"). The 401(k) Plan covers substantially all of the employees of the Company. The Company's contribution to the 401(k) Plan is based on a percentage of employees' contributions.

Defined Benefit Pension Plan

The Company maintains a defined benefit pension plan (the "Pension Plan"). The Pension Plan provides death and retirement benefits to all eligible employees. Employees must be 18 years old and have a minimum of one year of service to be eligible for the Pension Plan.

A reconciliation of the beginning and ending balances of the benefit obligation is as follows:

Benefit obligation, beginning of year	\$ 225,406
Service cost	75,228
Interest cost	14,029
Actuarial loss	126,086
Benefits paid	(49,976)
Benefit obligation, end of year	<u>\$ 390,773</u>
A reconciliation of the beginning and ending balances of the fair value of plan assets i	s as follows:
Fair value, beginning of year	\$ 173,338
Actual return on plan assets	18,293
Employer contribution	196,025
Benefits paid	(49,976)
Fair value, end of year	\$_337,680
The prepaid pension cost for fiscal 2001 is as follows:	
Funded status	\$ (53,093)
Unrecognized net actuarial loss	161,126
Unrecognized transition obligation	140,004
Prepaid pension cost	<u>\$ 248,037</u>
The following table highlights assumptions used for fiscal 2001:	
Discount rate	7.00%
Expected return on plan assets	9.00%
Rate of compensation increase	3.00%
1	

Exane, Inc. 2002 Phantom Share Ownership Plan

On January 2, 2002, the Company established a deferred compensation plan. The Exane, Inc. 2002 Phantom Share Ownership Plan (the "Phantom Share Plan") was designed for employees as a method of deferring annual bonus compensation and receiving a return approximating the return results of the Parent's ownership equity. The employees elect to receive Phantom Share Units for which the ultimate value is linked to the unit share price of the Fonds Commun de Placement d'Entreprise named "Actionariat Salarie d'Exane" as created in 2000 under the Exane Employee Share Ownership Plan. The Phantom Share Plan terminates on or after December 31, 2005.

#### 6. COMMITMENTS AND CONTINGENCIES

The Company leases office space with remaining terms of approximately four years. The future minimum lease payments are as follows:

\$ 367,552	2001
367,552	2002
367,552	2003
306,293	2004
<u>\$1,408,949</u>	

#### 7. RELATED PARTY TRANSACTIONS

On July 25, 2001, the Company entered into a two-year tem loan agreement with the Parent. As of December 31, 2001, the loan balance had been increased up to the credit limit of \$5,000,000. The loan is to be repaid by the Parent to the Company no later than August 11, 2003.

#### 8. OFF-BALANCE SHEET RISK

In the normal course of business, the Company executes, as agent, transactions on behalf of customers. If the agency transactions do not settle because of failure to perform by either the customer or the counterparty, the Company may be required to discharge the obligation of the nonperforming party and, as a result, may incur a loss if the market value of the security is different from the contract amounts of the transaction. The Company does not anticipate nonperformance by customers or counterparties in the above situations. However, the Company's policy is to monitor its market exposure and counterparty risk.

#### 9. NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission's Uniform Net Capital Rule ("Rule 15c3-1"), which requires the maintenance of minimum net capital. The Company follows the alternative method of computing net capital under Rule 15c3-1 which requires that the Company must maintain minimum net capital, as defined, equal to the greater of \$250,000 or 2% of aggregate debit items, as defined. At December 31, 2001 net capital of \$9,092,927 exceeded the required net capital minimum of \$250,000 by \$8,842,927.

\*\*\*\*\*

Deloitte & Touche LLP Two World Financial Center New York, New York 10281-1414

Tel: (212) 436-2000 Fax: (212) 436-5000 www.us.deloitte.com

# Deloitte & Touche

February 15, 2002

Exane, Inc. 527 Madison Avenue New York, New York 10022

#### Dear Sirs:

In planning and performing our audit of the financial statements of Exane, Inc. (the "Company") for the year ended December 31, 2001 (on which we issued our report dated February 15, 2002), we considered its internal control, in order to determine our auditing procedures for the purpose of expressing an opinion on the financial statements and not to provide assurance on the Company's internal control.

Also, as required by Rule 17a-5(g)(1) under the Securities Exchange Act of 1934, we have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by the Company that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate debits and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. We did not review the practices and procedures followed by the Company in making the quarterly securities examinations, counts, verifications and comparisons, and the recordation of differences required by Rule 17a-13 or in complying with the requirements for prompt payment for securities under Section 8 of Regulation T of the Board of Governors of the Federal Reserve System, because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control and of the practices and procedures, and to assess whether those practices and procedures can be expected to achieve the Securities and Exchange Commission's (the "Commission") above-mentioned objectives. Two of the objectives of an internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized acquisition, use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.



Exane, Inc. February 15, 2002 Page 2

Because of inherent limitations in any internal control or the practices and procedures referred to above, misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal control or of such practices and procedures to future periods are subject to the risk that they may become inadequate because of changes in conditions or that the degree of compliance with the practices or procedures may deteriorate.

Our consideration of the Company's internal control would not necessarily disclose all matters in the Company's internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of one or more of the internal control components does not reduce to a relatively low level the risk that misstatements caused by error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted the following condition involving the internal control structure:

The size of the business and resultant limited number of employees imposes practical limitations on the effectiveness of those control policies and procedures that depend on the segregation of duties. Because this condition is inherent in the size of the Company, the specific weaknesses are not described herein and no corrective action has been taken or proposed by the Company.

The foregoing conditions were considered in determining the nature, timing, and extent of audit tests to be applied in our audit of the financial statements, and this report of such condition does not modify our opinion dated February 15, 2002 on such financial statements.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2001 to meet the Commission's objectives.

This report is intended solely for the information and use of the Company, management, the Securities and Exchange Commission, the National Association of Security Dealers, Inc. and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Yours truly,

DELOIPE & Tourist Lie

### EXANE, INC. (a Wholly-Owned Subsidiary of Exane, S.A.) (SEC I.D. No. 8-49569)

STATEMENT OF FINANCIAL CONDITION

AS OF

DECEMBER 31, 2001

AND

INDEPENDENT AUDITORS' REPORT

AND

SUPPLEMENTAL REPORT ON INTERNAL CONTROL STRUCTURE

\*\*\*\*\*

Filed pursuant to Rule 17a-5(e)(3) under the Securities Exchange Act of 1934 as a PUBLIC DOCUMENT.